

US EXECUTIVE APPROVAL FORM**ADVO, Inc.****HQAPP Requests:**

1. Show total net fee's as one without break out of license, update subscription and Prod. Support.

Previously approved requests (include date of approval):

1. 53% discount (33% above E Biz)
2. 24 month price hold (2 years) at same price.

Deal Summary:

Deal Summary	
Programs	Sourcing
License Discount	53% (ebiz +33 %)
Support Discount	53% (ebiz + 33 %)
Price Holds	24 months (sourcing only)
List License	\$200,000
List Support	\$44,000
Net License	\$94,000
Net Support	\$20,680
Net Comp & Admin	N/A
Net Total Price	\$114,680
Price List Used	May 2002

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	53% on E Business Suite
Date of Price List for price hold	May 2002
When does price hold expire?	May 2005
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	Technology (70%), E Biz Ste (53%)
Name of Agreement if applicable	

Justification:

ADVO has requested we provide net fees for the total amount tto help manage a budget issue. This deal will close in Q4 with this approval.

ADVO is in the process of a mulit-year, multi-phased, and multi-million dollar implementation of Oracle E Business Suite. In May 2002 Oracle closed over \$5m in new business after being selected over Peoplesoft and IBM. After detailed design sessions it was clear the more advanced capabilities of Oracle Sourcing were required to deliver on part of their buisness case. Request ADVO receive consistent discount with existing pricing hold for EBS from May 2002 on Oracle Sourcing at 53% to enable the utilization of Sourcing. Also request 2 year price hold to match that of the existing price hold on the other products which was for 3 years.

Recommendation:

Approved.

Submitted By: *Boucher*

R: 05/27/03

C: 05/27/03

L: 05/27/03

A: 05/27/03



BP: swong